



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 415-565-3012

August 28, 2007

Glen Harvey, Chief Executive Officer
WestEd
730 Harrison Street
San Francisco, CA 94107-1242

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-01

Dear Mr. Harvey:

Congratulations, after a thorough review of all responses to the referenced solicitation, WestEd has been awarded a contract for the following Professional Development Training item(s):

- A. Item 1 - Ongoing technical assistance on issues related to Solution Teams' findings
- B. Item 3 - Professional Development in Differentiated Instruction
- C. Item 4 - Professional Development in Coaching Strategies
- D. Item 5 - Professional Development in Intervention Programs for all Academic Content Areas
- E. Item 9 - Professional Development in Leadership Training
- F. Item 10- Professional Development in Professional Learning Communities (PLC)
- G. Item 12- Professional Development in Reading Intervention Strategies for all grade levels
- H. Item 14- Provide Professional Development in Complete System of Reading Instruction
- I. Item 15- Provide Professional Development in Vocabulary and language development strategies
- J. Item 16- Professional Development in Classroom Observation Protocol
- K. Item 17- Professional Development in Building Effective School, Family, and Community Partnerships
- L. Item 18- Professional Development in Technology

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as "the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments." You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script that reads "Richard Adickes".

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name : WestEd

Name of Person Authorized to Sign Offer

730 Harrison Street

Street Address

Glen Harvey, Chief Executive Officer

Title of Authorized Person

San Francisco CA 94107-1242

City State Zip Code

[Signature] May 29, 2007

Signature of Authorized Person

Date of Offer

Telephone Number: 415.565.3000

Facsimile Number: 415.565.3012

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: N/A

Offeror's Federal Employer Identification Number: 94-3233542

Acknowledgement of Amendment(s):

(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment No. Date

Amendment No. 1, 5/24/07

Amendment No. 2, 5/29/07

Amendment No. 3, 5/30/07

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 5/29/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-01.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 9th day of August 2007

[Signature]
Douglas C. Peeples, MBA, CPPB, CPCU
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	<u>\$2,000.00</u>
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	<u> </u>
3	1 Job	Professional Development in Differentiated Instruction	<u>\$2,000.00</u>
4	1 Job	Professional Development in Coaching Strategies	<u>\$2,000.00</u>
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	<u>\$2,000.00</u>
6	1 Job	Professional Development in Assessment - formative and summative	<u> </u>
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	<u> </u>
8	1 Job	Professional Development in Cross-curricular Strategies	<u> </u>
9	1 Job	Professional Development in Leadership Training	<u>\$2,000.00</u>
10	1 Job	Professional Development in Professional Learning Communities	<u>\$2,000.00</u>
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	<u> </u>
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	<u>\$2,000.00</u>
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	<u> </u>
14	1 Job	Professional Development in Complete System of Reading Instruction	<u>\$2,000.00</u>
15	1 Job	Professional Development in Vocabulary and language development strategies	<u>\$2,000.00</u>
16	1 Job	Professional Development in Classroom Observation Protocol	<u>\$2,000.00</u>

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE (Cont'd)

SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
17	1 Job	Professional Development in Building effective school, family, and community partnerships	<u>\$2,000.00</u>
18	1 Job	Professional Development in Technology	<u>\$2,000.00</u>

Subtotal \$ _____

_____ %* Arizona Sales Tax, State and City* \$ _____

Total Offer \$ _____

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 360-782-1520

August 28, 2007

B. J. Wise, Director of Professional Services
Sopris West Educational Services, Inc.
1736 NE Riddell Rd., Suite 101
Bremerton, WA 98310

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-02

Dear Mr. Wise:

Congratulations, after a thorough review of all responses to the referenced solicitation, Sopris West Educational Services, Inc. has been awarded a contract for the following Professional Development Training item(s):

- A. Item 1 - Ongoing technical assistance on issues related to Solution Teams' findings
- B. Item 2 - Data-Driven Instructional Decision-Making for Continuous School Improvement
- C. Item 3 - Professional Development in Differentiated Instruction
- D. Item 4 - Professional Development in Coaching Strategies
- E. Item 5 - Professional Development in Intervention Programs for all Academic Content Areas
- F. Item 6 - Professional Development in Assessment - formative and summative
- G. Item 9 - Professional Development in Leadership Training
- H. Item 12- Professional Development in Reading Intervention Strategies for all grade levels
- I. Item 13- Professional Development in 6+1 Writing Traits Strategies
- J. Item 14- Provide Professional Development in Complete System of Reading Instruction
- K. Item 15- Provide Professional Development in Vocabulary and language development strategies
- L. Item 17- Professional Development in Building Effective School, Family, and Community Partnerships

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as "the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement of Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments." You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, appearing to read "Richard Adickes", written in dark ink.

Richard Adickes
Procurement Manager

Enclosure

OFFER AND AWARD



ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, services(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Sopris West Educational Services, Inc.
Company Name

4093 Specialty Place
Street Address

Longmont CO 80504
City State Zip Code

Telephone Number: 303-651-2829

Jeff Windle
Name of Person Authorized to Sign Offer

Director of Finance
Title of Authorized Person

[Signature] 5/31/07
Signature of Authorized Person Date of Offer

Facsimile Number: 303-776-5934

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: 07-649049-J

Offeror's Federal Employer Identification Number: 84-0770709

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date
Amend. 1 - May 24, 2007
Amend. 2 - May 29, 2007
Amend. 3 - May 30, 2007

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 5/31/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number **ED07-0004-02**.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007
[Signature]
Douglas C. Peeples, CPPB, CPCM
Procurement Office

ATTACHMENT 6.1

PRICE/DELIVERY SCHEDULE SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
3	1 Job	Professional Development in Differentiated Instruction	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
4	1 Job	Professional Development in Coaching Strategies	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
5	1 Job	Professional Development in Intervention Programs For All Academic Content Areas	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
6	1 Job	Professional Development in Assessment – formative and summative	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards – Professional Development for a Comprehensive Curriculum	<u>NA</u>
8	1 Job	Professional Development in Cross-curricular Strategies	<u>NA</u>
9	1 Job	Professional Development in Leadership Training	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
10	1 Job	Professional Development in Professional Learning Communities	<u>NA</u>
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	<u>NA</u>
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
		NOTE: Summer Reading Camp price is different	<u>\$3,500.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>

ATTACHMENT 6.1

PRICE/DELIVERY SCHEDULE SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
14	1 Job	Professional Development in Complete System of Reading Instruction	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
15	1 Job	Professional Development in Vocabulary and language development strategies	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
16	1 Job	Professional Development in Classroom Observation Protocol	<u>NA</u>
17	1 Job	Professional Development in Building effective school, family, and community partnerships	<u>\$2,750.00 per day</u> <u>plus travel, expenses and</u> <u>per person materials cost</u>
18	1 Job	Professional Development in Technology	<u>NA</u>

****Total price will be determined by the number of options selected per line item.****

Subtotal \$ _____

_____%* Arizona Sales Tax, State and City* \$ _____

Total Offer \$ _____

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the prices(s) offered includes all applicable taxes.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

August 28, 2007

Dr. J. L. McBiles
Leadership for Learning
140 E. Coronado Road, #21
Phoenix, AZ 85004

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-03

Dear Dr. McBiles:

Congratulations, after a thorough review of all responses to the referenced solicitation, Leadership for Learning has been awarded a contract for the following Professional Development Training item(s):

- A. Item 1 - Ongoing technical assistance on issues related to Solution Teams' findings
- B. Item 7 - Professional Development on Curriculum Alignment

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as "the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments." You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, reading "Richard Adickes", is written over a horizontal line.

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name

Dr. J. L. McBiles, Leadership for Learning
Street Address

140 E. Coronado Rd. #21, Phoenix Az 85004
City State Zip Code

Telephone Number: 602-501-8706

Name of Person Authorized to Sign Offer

J. L. McBiles, President and Owner
Title of Authorized Person

J. L. McBiles 6-4-07
Signature of Authorized Person Date of Offer

Facsimile Number: _____

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: _____

Offeror's Federal Employer Identification Number: _____

SS# 527-08-6812

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/4/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-03.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007

Douglas C. Peeples
Douglas C. Peeples, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE
SOLICITATION No. ED07-0044

Line No.	Qty.	Description
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1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance
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- A. Design and Development Work plus Technical Assistance:
\$1,100 per day (based on daily rate of one consultant)
- B. Delivery of Training (4 two-day and 4 one-day):
\$1,925 per day (based on daily rate of one consultant in Phoenix area)
\$2,225 per day (based on daily rate of one consultant outside Phoenix area)
- C. Technical Assistance to ADE's school improvement coaches and other staff:
\$160 per hour
- D. Debrief/Review of Solutions Teams training, materials, analysis of Statement of Findings;
review of school improvement coaches' training:
\$160 per hour

6	1 Job	Professional Development in Assessment – formative and summative (see below)
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7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards- Professional Development for a Comprehensive Curriculum (see below)
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- A. Design and Development:
\$1,100 per day (based on daily rate of one consultant)
- B. Delivery of Training:
\$1,925 per day (based on daily rate of one consultant in Phoenix area, up to 40 participants)
\$3,850 per day (based on daily rate of two consultants in Phoenix area, up to 80 participants)
\$2,225 per day (based on daily rate of one consultant outside Phoenix area, up to 40 participants)
\$4,450 per day (based on daily rate of two consultants outside Phoenix area, up to 80 participants)
- C. Meetings, planning, other preparation:
\$160 per hour



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 303-337-3005

August 28, 2007

John Wetherington, Chief Financial Officer
Mid-continent Research for Education and Learning (McREL)
4601 DTC Boulevard, Suite 500
Denver, CO 80237

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-04

Dear Mr. Wetherington:

Congratulations, after a thorough review of all responses to the referenced solicitation, McREL has been awarded a contract for the following Professional Development Training item(s):

- A. Item 2 - Data-Driven Instructional Decision-Making for Continuous School Improvement
- B. Item 7 - Professional Development in Curriculum Alignment
- C. Item 9 - Professional Development in Leadership Training
- D. Item 15-Provide Professional Development in Vocabulary and language development strategies
- E. Item 16- Professional Development in Classroom Observation Protocol

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as "the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments." You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, reading "Richard Adickes". The signature is written in dark ink and is positioned above the printed name and title.

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms,

Mid-continent Research for Education and Learning (McREL)
Company Name

John Wetherington
Name of Person Authorized to Sign Offer

4601 DTC Boulevard, Suite 500
Street Address

Chief Financial Officer
Title of Authorized Person

Denver CO 80237
City State Zip Code

[Signature] 6/8/07
Signature of Authorized Person Date of Offer

Telephone Number: 303-632-5536

Facsimile Number: 303-337-3005

Offeror's Arizona Transaction (Sales) Privilege Tax License Number:

Not applicable

Offeror's Federal Employer Identification Number:

43-0837728

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

No. 1

Amendment No. Date

May 24, 2007

No. 2

May 29, 2007

No. 3

May 30, 2007

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/8/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044- 04.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

Awarded this 29th day of August 2007
[Signature]
Douglas C. Peeples, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

Prices indicated on this delivery schedule include high-quality training presentations for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop. The cost also includes travel.

"Total Price" per topic is provided per module/session/workshop rather than per day. Services are described as modules (e.g., The Power of Data – Module 1) and may include more than one on-site day for delivery of services.

Note: The prices provided in the table below are for the 2007 – 2008 school year, valid through June 30, 2008. For ensuing years, all rates are subject to a 5% inflation rate in each year.

Line No.	Qty	Description	Total Price Per Module/ Session/ Workshop
1		Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	N/A
2		Data-Driven Instructional Decision-Making for Continuous School Improvement	
		<i>The Power of Data: Module 1 – School-wide Data Use</i> 2 days training on-site, 1 trainer Includes costs for customizing sessions for district (e.g., with district data and assessments) [For up to 40 participants]	\$9,500
		<i>The Power of Data: Module 2 – Focus on the Classroom</i> 2 days training on-site, 1 trainer Includes costs for customizing sessions for district (e.g., with classroom data and assessments) [For up to 40 participants]	\$9,500
3		Professional Development in Differentiated Instruction	N/A
4		Professional Development in Coaching Strategies	N/A
5		Professional Development in Intervention Programs for All Academic Content Areas	N/A
6		Professional Development in Assessment - formative and summative	N/A
7		Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	
		<i>Guaranteed and Viable Curriculum</i> 10 days training on-site (five, 2-day sessions), 1 trainer	\$40,000

		[For up to 40 participants]	
8		Professional Development in Cross-curricular Strategies	N/A
9		Professional Development in Leadership Training	
		Note: If districts/schools choose to package Sessions 1 – 4 into a one-year contract, a \$5,000 discount will apply.	
		Balanced Leadership Session 1: An Overview 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 2: Developing a Purposeful Community 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 3: Managing Change 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 4: Choosing the Right Focus 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 5: Developing a Purposeful Community: Extending Knowledge & Refining Practice 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 6: Managing Change: Extending Knowledge & Refining Practice 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 7: Choosing the Right Focus: Extending Knowledge and Refining Practice 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 8: Leading Change in a Purposeful Community 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 9: Leading Between Systems: Balancing Leadership in the Future 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
		Balanced Leadership Session 10: Optimizing Systems: Pulling It All Together 2 days training on-site, 1 trainer (For up to 40 participants) 2 days training on-site, 2 trainers (For up to 80 participants)	 \$12,800 \$21,100
10		Professional Development in Professional Learning Communities	N/A

11	Professional Development in Improving Instruction for Highly Qualified Teachers	
	<i>Online Learning Communities: Classroom Instruction that Works</i> 1 day on-site meeting, 1 trainer Sixteen (16), 1-hour online sessions for teachers Eight (8), 1-hour sessions for administrators <i>Additional cost of \$200 per administrator for Power Walkthrough Software</i> Includes interactive website for participants Costs are split among 5 – 8 schools	\$50,000
12	Professional Development in Reading Intervention Strategies for all grade levels	N/A
13	Professional Development in 6+1 Writing Traits Strategies	N/A
14	Professional Development in Complete System of Reading Instruction	N/A
15	Professional Development in Vocabulary and language development strategies	
	<i>Learned Intelligence and Background Knowledge: A Systematic Approach to Vocabulary Instruction</i> 10 days on-site (five, 2-day sessions), 1 trainer [For 5-8 schools that bring leadership teams of 5-7 staff]	\$40,000
16	Professional Development in Classroom Observation Protocol	
	<i>Power Walkthrough</i> One (1), 2 day workshop, 1 trainer [For up to 40 participants] <i>Additional cost of \$200 per participant for software</i>	\$8,000
17	Professional Development in Building effective school, family, and community partnerships	N/A
18	Professional Development in Technology	
	<i>McREL Technology Solutions</i> Pricing is customized for each contract, depending on the number of participating teachers in each school.	Custom Pricing
	<i>Online Learning Communities: Classroom Instruction that Works</i> 1 day on-site meeting, 1 trainer Sixteen (16), 1-hour online sessions for teachers Eight (8), 1-hour sessions for administrators <i>Additional cost of \$200 per administrator for Power Walkthrough Software</i> Includes interactive website for participants Costs are split among 5 – 8 schools	\$50,000
	<i>Technology Integration Workshops</i> Each 2 day workshop includes: 2 days on-site, 1 trainer [For up to 40 participants]	\$8,800



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 202-783-3672

August 28, 2007

Pat Whiteaker, Contracts Director
America's Choice, Inc.
555 13th Street NW, Suite 500W
Washington, D.C. 20004

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-05

Dear Mr. Whiteaker:

Congratulations, after a thorough review of all responses to the referenced solicitation, America's Choice, Inc. has been awarded a contract for the following Professional Development Training item(s):

- A. Item 3 - Professional Development in Differentiated Instruction
- B. Item 4 - Professional Development in Coaching Strategies
- C. Item 5 - Professional Development in Intervention Programs for all Academic Content Areas
- D. Item 6 - Professional Development in Assessment - formative and summative
- E. Item 9 - Professional Development in Leadership Training

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as "the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement of Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments." You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script that reads "Richard Adickes".

Richard Adickes
Procurement Manager

Enclosure

OFFER AND AWARD



ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin # 37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name

America's Choice, Inc.

Street Address

555 13th Street, NW, Suite 500 W

City

State

Zip Code

Washington, DC

20004

Telephone Number: 202-783-3668

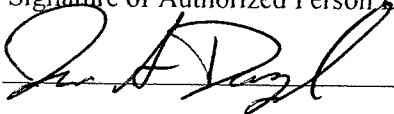
Name of Person Authorized to Sign Offer

Jason S. Dougal

Title of Authorized Person

General Counsel

Signature of Authorized Person Date of Offer

 6.1.07

Facsimile Number: 202-783-3672

Offeror's Arizona Transaction (Sales) Privilege Tax License Number:

Submitted Application on May 30, 2007. No. will be received by award offer date (if any)

Offeror's Federal Employer Identification Number:

43-2063591

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment NO.1 5/24/07

Amendment NO.2 5/29/07

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/1/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044- Q5

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this

29th

day of

August

2007

Douglas C. Peebles, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	n/a
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	n/a
3	1 Job	Professional Development in Differentiated Instruction	\$7,500 for 30 participants
4	1 Job	Professional Development in Coaching Strategies	\$6,500 for 30 participants
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	\$7,500 for 30 participants
6	1 Job	Professional Development in Assessment - formative and summative	\$7,500 for 30 participants
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	n/a
8	1 Job	Professional Development in Cross-curricular Strategies	n/a
9	1 Job	Professional Development in Leadership Training	\$7,500 for 30 participants
10	1 Job	Professional Development in Professional Learning Communities	\$6,000 for 30 participants
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	\$7,500 for 30 participants
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	\$6,000 for 30 participants
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	\$6,500 for 30 participants
14	1 Job	Professional Development in Complete System of Reading Instruction	n/a
15	1 Job	Professional Development in Vocabulary and language development strategies	\$7,500 for 30 participants

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

16	1 Job	Professional Development in Classroom Observation Protocol	<u>n/a</u>
17	1 Job	Professional Development in Building effective school, family, and community	<u>n/a</u>
18	1 Job	Professional Development in Technology	<u>n/a</u>

Subtotal \$ 70,000

 %* Arizona Sales Tax, State and City*

Total Offer \$ 70,000

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 480-883-0705

August 28, 2007

Sandra K. Darling, President
Learning Bridges
743 W. Nolan Way
Chandler, AZ 85248

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-06

Dear Ms. Darling:

Congratulations, after a thorough review of all responses to the referenced solicitation, Learning Bridges has been awarded a contract for the following Professional Development Training item(s):

- A. Item 3 – Professional Development in Differentiated Instruction
- B. Item 4 – Professional Development in Coaching Strategies
- C. Item 6 – Professional Development in Assessment – formative and summative
- D. Item 9 – Professional Development in Leadership Training

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement of Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, reading "Richard Adickes". The signature is written in dark ink and is positioned above the printed name and title.

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

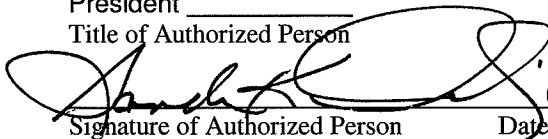
Sandra K Darling, Inc. dba Learning Bridges

Sandra K. Darling
Name of Person Authorized to Sign Offer

743 W Nolan Way
Street Address

President
Title of Authorized Person

Chandler AZ 85248
City State Zip Code

 6/2/07
Signature of Authorized Person Date of Offer

Telephone Number: 480-883-0704

Facsimile Number: 480-883-0705

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: 32619

Offeror's Federal Employer Identification Number: 86-0929648

Acknowledgement of Amendment(s): Date	Amendment No.	Date	Amendment No.
--	---------------	------	---------------

(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

_____	_____
_____	_____

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/2/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-06.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007


Douglas C. Peeples, MBA, CPPB, CPCM
Chief Procurement Officer

PRICING DETAIL

Two options are presented in the pricing proposal:

1. Face to face training/consulting
2. Online, accredited courses

Option 1 – Face to Face

Price per day includes ALL participant materials @ \$100/manual AND includes all travel expenses of the consultant/trainer
Time Commitment – usually 3 days for one (1) job

Price will be provided PER DAY as Attachment 6.1 requires; however the total job cost would be the unit price per day X the number of days (3).

Option 2 – Online, instructor-led, accredited courses

The online courses are \$300/participant/course.

PRICE COMPARISON BETWEEN THE TWO DELIVERY OPTIONS

For 30 participants...

Face to Face - \$4500 per day x 3 days = \$13,500 which INCLUDES all materials and INCLUDES all expenses of trainer

Online Learning - \$300 per participant per course x 30 participants = \$9,000

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
1	1 Job	High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop. Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	_____
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	_____
3	1 Job	Professional Development in Differentiated Instruction	\$4,500/day F/F \$300/participant ONLINE
4	1 Job	Professional Development in Coaching Strategies	\$4,500/day F/F _____
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	_____
6	1 Job	Professional Development in Assessment - formative and Summative	\$4,500/day F/F _____ \$300/participant ONLINE
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	_____
8	1 Job	Professional Development in Cross-curricular Strategies	_____

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
9	1 Job	Professional Development in Leadership Training	\$4,500/day F/F __
10	1 Job	Professional Development in Professional Learning Communities	\$4,500/day F/F __
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	\$4,500/day F/F __
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	\$4,500 F/F PLUS \$300/participant/course ONLINE
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	\$4,500/day F/F __ \$300/participant/course ONLINE
14	1 Job	Professional Development in Complete System of Reading Instruction	_____
15	1 Job	Professional Development in Vocabulary and language development strategies	\$4,500/day F/F __ \$300/participant/course ONLINE
16	1 Job	Professional Development in Classroom Observation Protocol	\$4,500/day F/F __
17	1 Job	Professional Development in Building effective school, family, and community partnerships	_____
18	1 Job	Professional Development in Technology	_____
		Subtotal \$	_____
		_____%* Arizona Sales Tax, State and City*	\$ _____
		Total Offer	\$ _____

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 602-266-4418

August 28, 2007

J. L. McBiles, Executive Director
Arizona Foundation for Resource Education
141 E. Palm Lane, Suite 100
Phoenix, AZ 85004

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-07

Dear Dr. McBiles:

Congratulations, after a thorough review of all responses to the referenced solicitation, the Arizona Foundation for Resource Education has been awarded a contract for the following Professional Development Training item(s):

- A. Item 3 – Professional Development in Differentiated Instruction
- B. Item 6 – Professional Development in Assessment – formative and summative

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script that reads "Richard Adickes".

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name

Arizona Foundation for Resource Education

Street Address

141 E. Palm Lane, Suite 100, Phoenix Az 85004

City

State

Zip Code

Telephone Number:

602-266-4417

Name of Person Authorized to Sign Offer

J. L. McBiles, Executive Director

Title of Authorized Person

J. L. McBiles

Signature of Authorized Person

6-4-07

Date of Offer

Facsimile Number:

602-266-4418

Offeror's Arizona Transaction (Sales) Privilege Tax License Number:

Offeror's Federal Employer Identification Number:

86-1047814

Acknowledgement of Amendment(s):

(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/4/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number **ED07-0044-07**.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007

Douglas C. Peebles
Douglas C. Peebles, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

Line No.	Qty.	Description
3	1 Job	Professional Development in Differentiated Instruction
6	1 Job	Professional Development in Assessment – formative and summative
8	1 Job	Professional Development in Cross-curricular Strategies
9	1 Job	Professional Development in Leadership Training
10	1 Job	Professional Development in Professional Learning Communities

A. Design and Development:

\$1,100 per day (based on daily rate of one consultant)

B. Delivery of Training:

\$1,925 per day (based on daily rate of one consultant in Phoenix area, up to 40 participants)

\$3,850 per day (based on daily rate of two consultants in Phoenix area, up to 80 participants)

\$2,225 per day (based on daily rate of one consultant outside Phoenix area, up to 40 participants)

\$4,450 per day (based on daily rate of two consultants outside Phoenix area, up to 80 participants)

C. Meetings, planning, other preparation:

\$160 per hour



State of Arizona
Department of Education

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 210-558-5636

August 28, 2007

Joanne M. Lenke, VP Elementary & Secondary Education
Educational Testing Service (ETS)
10999 IH-10 West, Suite 400
San Antonio, TX 78230

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-08

Dear Ms. Lenke:

Congratulations, after a thorough review of all responses to the referenced solicitation, ETS has been awarded a contract for the following Professional Development Training item:

Item 6 – Professional Development in Assessment – formative and summative

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

Richard Adickes
Procurement Manager

Enclosure

OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007



SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name

Educational Testing Service (ETS)

10999 IH-10 West, Suite 400

Street Address

San Antonio

TX

78230

City

State

Zip Code

Telephone Number:

210-558-5728

Name of Person Authorized to Sign Offer

Joanne M. Lenke

Vice President, Elementary and Secondary Education

Title of Authorized Person

Joanne M. Lenke

06/04/2007

Signature of Authorized Person

Date of Offer

Facsimile Number:

210-558-5636

Offeror's Arizona Transaction (Sales) Privilege Tax License Number:

N/A

Offeror's Federal Employer Identification Number:

21-0634479

Acknowledgement of Amendment(s):

(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/4/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number **ED07-0044- 03**.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007

Douglas C. Peebles

Douglas C. Peebles, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	
3	1 Job	Professional Development in Differentiated Instruction	
4	1 Job	Professional Development in Coaching Strategies	
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	
6	1 Job	Professional Development in Assessment - formative and summative	\$9,425*
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	
8	1 Job	Professional Development in Cross-curricular Strategies	
9	1 Job	Professional Development in Leadership Training	
10	1 Job	Professional Development in Professional Learning Communities	
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	
14	1 Job	Professional Development in Complete System of Reading Instruction	
15	1 Job	Professional Development in Vocabulary and language development strategies	
16	1 Job	Professional Development in Classroom Observation Protocol	

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE (Cont'd) SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
17	1 Job	Professional Development in Building effective school, family, and community partnerships	_____
18	1 Job	Professional Development in Technology	_____

Subtotal \$ 37,700*

_____ 0 %* Arizona Sales Tax, State and City* \$ 0**

Total Offer \$ 37,700*

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.

* The price per day quoted in line #6 is an average price for the three presentations that are described in this proposal. The three presentations offered have different daily costs because the number of presenters required varies, the length of the sessions (number of days) varies, and some require ETS resources (books and videos). For specific daily costs for each of the three presentations please refer to Exhibit C.

** Please see attached Tax-Exempt Letter on the following pages.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 210-339-5048

August 28, 2007

Barry Topol, Sr. VP and Chief Financial Officer
Harcourt Assessment, Inc.
19500 Bulverde Road
San Antonio, TX 78259

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-09

Dear Mr. Topol:

Congratulations, after a thorough review of all responses to the referenced solicitation, Harcourt Assessment, Inc. has been awarded a contract for the following Professional Development Training item:

Item 6 – Professional Development in Assessment – formative and summative.

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement of Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, reading "Richard Adickes".

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name HARCOURT ASSESSMENT, INC.

Name of Person Authorized to Sign Offer

19500 Bulverde Rd.

Barry Topol, Sr. Vice President and Chief Financial Officer

Street Address

Title of Authorized Person

San Antonio, Texas 78259

City State Zip Code

[Signature] 05/08/07

Signature of Authorized Person Date of Offer

Telephone Number: 210-339-5000

Facsimile Number: 210-339-5048

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: 07645515-T

Offeror's Federal Employer Identification Number: 13-1188180

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No.	Date
<u>01</u>	<u>05/24/07</u>
<u>02</u>	<u>05/29/07</u>
<u>03</u>	<u>05/30/07</u>

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 5/8/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-09.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 12th day of August 2007

[Signature]
Douglas C. Peebles, MBA, CPPB, CPCM
Chief Procurement Officer



Attachment 6.1: Prices

Harcourt Assessment is pleased to present its costs for Professional Development Training for use in the State of Arizona. Harcourt has read and fully understands the requirements of the Request for Proposal (RFP) and accepts the specified terms. Harcourt values its relationship with the Arizona Department of Education (ADE) and has made every effort to clarify all costs presented in this proposal. To this end, major assumptions influencing our proposal are outlined in this document.

Cost Summary

The costs are itemized below:

Line No. 6

Professional Development in Assessment—formative and summative

\$7,948/day

Detailed Cost Information

To further assist in the review and analysis of our cost proposal Harcourt would like to provide the following detailed cost information and assumptions.

- The price per day provided is the price for Professional Development of a single Grade Band.
- Each job of Professional Development will train up to 30 Arizona personnel.
- Each job will include a single trainer and all associated training materials.
- In the event that multiple jobs are purchased, Harcourt Assessment will be happy to discuss potential efficiencies that may reduce the extended price for the Professional Development Services.

Should you require any further information or clarification regarding any pricing issue, please do not hesitate to contact Mr. Chris Barth, Director of Contract Pricing at 800/228-0752, extension 5824.

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	
3	1 Job	Professional Development in Differentiated Instruction	
4	1 Job	Professional Development in Coaching Strategies	
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	
6	1 Job	Professional Development in Assessment - formative and summative	\$ 7,948.00
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	
8	1 Job	Professional Development in Cross-curricular Strategies	
9	1 Job	Professional Development in Leadership Training	
10	1 Job	Professional Development in Professional Learning Communities	
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	
14	1 Job	Professional Development in Complete System of Reading Instruction	
15	1 Job	Professional Development in Vocabulary and language development strategies	
16	1 Job	Professional Development in Classroom Observation Protocol	



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

August 28, 2007

Susan Udelhofen
SU Consulting
5834 Schumann Drive
Madison, WI 53711

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-10

Dear Ms. Udelhofen:

Congratulations, after a thorough review of all responses to the referenced solicitation, SU Consulting has been awarded a contract for the following Professional Development Training item(s):

Item 7 – Professional Development in Curriculum Alignment

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name SU-Consulting
5834 Schumann Dr.
Street Address

Madison WI 53711
City State Zip Code

Telephone Number: 608-274-1864

Susan Udelhofen
Name of Person Authorized to Sign Offer

Owner
Title of Authorized Person

Susan Udelhofen 5/31/07
Signature of Authorized Person Date of Offer

Facsimile Number: 608-274-1866

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: _____

Offeror's Federal Employer Identification Number: _____

394-60-1270

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 5/31/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-10.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007

Douglas C. Peeples
Douglas C. Peeples, MBA, CPPB, CPCU
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	
3	1 Job	Professional Development in Differentiated Instruction	
4	1 Job	Professional Development in Coaching Strategies	
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	
6	1 Job	Professional Development in Assessment - formative and summative	
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	\$4500.00
8	1 Job	Professional Development in Cross-curricular Strategies	
9	1 Job	Professional Development in Leadership Training	
10	1 Job	Professional Development in Professional Learning Communities	
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	
14	1 Job	Professional Development in Complete System of Reading Instruction	
15	1 Job	Professional Development in Vocabulary and language development strategies	
16	1 Job	Professional Development in Classroom Observation Protocol	

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE (Cont'd)
SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
17	1 Job	Professional Development in Building effective school, family, and community partnerships	_____
18	1 Job	Professional Development in Technology	_____

Subtotal \$ 4500.00

_____%* Arizona Sales Tax, State and City* \$ _____

Total Offer \$ 4500.00

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.

Daily fee includes all expenses and insurance.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 304-347-0487

August 28, 2007

Doris Redfield, President & CEO
Edvantia, Inc.
1031 Quarrier Street
Charleston, WV 25301

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-11

Dear Ms. Redfield

Congratulations, after a thorough review of all responses to the referenced solicitation, Edvantia, Inc. has been awarded a contract for the following Professional Development Training item(s):

- A. Item 9 – Professional Development in Leadership Training
- B. Item 16- Professional Development in Classroom Observation Protocol
- C. Item 17- Professional Development in Building Effective School, Family, and Community Partnerships
- D. Item 18- Professional Development in Technology

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, reading "Richard Adickes".

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION

Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name Edvantia, Inc.

Name of Person Authorized to Sign Offer

1031 Quarrier Street
Street Address

Doris Redfield, President and CEO
Title of Authorized Person

Charleston WV 25301
City State Zip Code

Doris L Redfield 06-08-2007
Signature of Authorized Person Date of Offer

Telephone Number: 304.347.0400

Facsimile Number: 304.347.0487

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: 550484812

Offeror's Federal Employer Identification Number: _____

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No.	Date
<u>1</u>	<u>5/24/07</u>
<u>2</u>	<u>5/29/07</u>
<u>3</u>	<u>5/30/07</u>

Amendment No.	Date
_____	_____
_____	_____
_____	_____

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 6/8/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-11.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007

Douglas C. Peebles
Douglas C. Peebles, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	
3	1 Job	Professional Development in Differentiated Instruction	
4	1 Job	Professional Development in Coaching Strategies	
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	
6	1 Job	Professional Development in Assessment – formative and summative	
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards – professional Development for a Comprehensive Curriculum	
8	1 Job	Professional Development in Cross-curricular Strategies	
9	1 Job	Professional Development in Leadership Training	\$3,937.50*
10	1 Job	Professional Development in Professional Learning Communities	
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	
14	1 Job	Professional Development in Complete System of Reading Instruction	
15	1 Job	Professional Development in Vocabulary and Language Development Strategies	

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

16	1 Job	Professional Development in Classroom Observation Protocol	\$6793.00*
17	1 Job	Professional Development in Building effective school, family, and community partnerships	\$3135.00
18	1 Job	Professional Development in Technology	\$7262.00* **

	Subtotal	\$21,127.50
_____ % Arizona Sales Tax, State and City	\$ _____	
	Total Offer	\$21,127.50

Notice: If the transaction privileges (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.

All prices are based on one day of training for 25 people. The price does not include costs of the meeting room etc., but is otherwise all inclusive.

*Prices for these trainings could be lowered if they were performed more than once; i.e., if the costs of customization could be spread out among trainings.

**The Professional Development in Technology Training could be conducted online at the cost of \$15,518 for 25 persons in an 8-week course. Again, the cost per person would decrease if more people were trained.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 630-649-6722

August 28, 2007

Robert M. Davis, Chief Financial Officer
Learning Point Associates
1120 E. Diehl Road, Suite 200
Naperville, IL 60563

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-12

Dear Mr. Davis:

Congratulations, after a thorough review of all responses to the referenced solicitation, Learning Point Associates has been awarded a contract for the following Professional Development Training item(s):

- A. Item 10 – Professional Development in Professional Learning Communities (PLC)
- B. Item 16 – Professional Development in Classroom Observation Protocol

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name **Learning Point Associates**

Name of Person Authorized to Sign Offer

1120 E. Diehl Road, Suite 200

Robert M. Davis, Chief Financial Officer

Street Address

Title of Authorized Person

Naperville, IL 60563

Robert M. Davis

May 29, 2007

City

State

Zip Code

Signature of Authorized Person

Date of Offer

Telephone Number:

630-649-6500

Facsimile Number:

630-649-6722

Offeror's Arizona Transaction (Sales) Privilege Tax License Number:

Offeror's Federal Employer Identification Number:

37-1161423

Acknowledgement of Amendment(s):

Amendment No. Date

Amendment No. Date

(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 5/29/07, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044- 12.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29th day of August 2007

Douglas C. Peeples
Douglas C. Peeples, MBA, CPPB, CPCU
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	
3	1 Job	Professional Development in Differentiated Instruction	
4	1 Job	Professional Development in Coaching Strategies	
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	
6	1 Job	Professional Development in Assessment - formative and summative	
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	
8	1 Job	Professional Development in Cross-curricular Strategies	
9	1 Job	Professional Development in Leadership Training	
10	1 Job	Professional Development in Professional Learning Communities	\$6,250 - \$8,750
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	
14	1 Job	Professional Development in Complete System of Reading Instruction	
15	1 Job	Professional Development in Vocabulary and language development strategies	
16	1 Job	Professional Development in Classroom Observation Prot	\$7,000 - \$9,333

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE (Cont'd)

SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
17	1 Job	Professional Development in Building effective school, family, and community partnerships	_____
18	1 Job	Professional Development in Technology	_____

Subtotal \$ 13,250-18,083

_____%* Arizona Sales Tax, State and City* \$ _____

Total Offer \$ 13,250-18,083

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.



**State of Arizona
Department of Education**

Tom Horne
Superintendent of
Public Instruction

Sent Via Facsimile and U.S. Mail

Fax No. 888-659-9957

August 28, 2007

Betsy Irish, National Sales Operations Mgr.
ETA / Cuisenaire
500 Breenview Court
Vernon Hills, IL 60061

Reference: Request for Proposal (RFP) No. ED07-0044 entitled Professional Development Training

Subject: Notice of Contract Award ED07-0044-13

Dear Ms. Irish:

Congratulations, after a thorough review of all responses to the referenced solicitation, ETA/Cuisenaire has been awarded a contract for the following Professional Development Training item:

Item 6 – Professional Development in Assessment – formative and summative

The Uniform Terms and Conditions, page 17, paragraph 1(B) defines a Contract as “the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement or Scope of Work; the Offer and any Final Proposal Revisions; and any Solicitation Amendments or Contract Amendments.” You have your contract data. The contract term will begin upon signature of the Procurement Officer on the Offer and Award page through June 30, 2010. As confirmation of the contract, a signed copy of the Offer and Award page is enclosed for your records.

Your organization is required to submit a Certificate of Insurance within ten (10) days following notification of award. The insurance certification must indicate that your organization is in compliance with the insurance requirements referenced in the contract under Special Terms and Conditions, on pages 10 through 12. Please note that performance may not start until the insurance certification is returned and on file in our office.

If you have any contractual questions, please contact me at (602) 542-4234. Your contact for programmatic questions is Shelly Pollnow and she can be reached at (602) 364-2182.

Again, congratulations on your contract award. The Department of Education looks forward to a mutually beneficial contract.

Sincerely,

A handwritten signature in cursive script, reading "Richard Adickes".

Richard Adickes
Procurement Manager

Enclosure



OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION
Procurement Section
1535 West Jefferson Street, Bin #37
Phoenix, Arizona 85007

SOLICITATION NO. RFP NO. ED07-0044

OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

Company Name ETA/CILISENAIRE
500 GREENVIEW CT
Street Address
VERNON HILLS IL 60061
City State Zip Code
Telephone Number: (800) 445-5985

Name of Person Authorized to Sign Offer BETSY IRISH
NATIONAL SALES OPERATIONS MGR.
Title of Authorized Person
Elizabeth Irish 5/30/07
Signature of Authorized Person Date of Offer
Facsimile Number: (888) 659-9957

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: _____

Offeror's Federal Employer Identification Number: _____

36-097-2956

Acknowledgement of Amendment(s):
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

Amendment No. Date

ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Your Offer, dated 5/30/07 is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

This Contract shall henceforth be referred to as Contract Number ED07-0044-13.

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 29TH day of August 2007

Richard Adickes for
Douglas C. Peeples, MBA, CPPB, CPCM
Chief Procurement Officer

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE

SOLICITATION No. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
		High-quality training presentation for adult learners on the assigned "topic," including the materials necessary to accomplish the goal of the scheduled training session/workshop.	
1	1 Job	Provide ongoing technical assistance on issues related to Solutions Teams' findings and their evidence-based visits to schools at all levels of performance	<u>n/a</u>
2	1 Job	Data-Driven Instructional Decision-Making for Continuous School Improvement	<u>n/a</u>
3	1 Job	Professional Development in Differentiated Instruction	<u>n/a</u>
4	1 Job	Professional Development in Coaching Strategies	<u>n/a</u>
5	1 Job	Professional Development in Intervention Programs for All Academic Content Areas	<u>n/a</u>
6	1 Job	Professional Development in Assessment - formative and summative	<u>See attached</u>
7	1 Job	Professional Development in Curriculum alignment with Arizona Academic Standards - Professional Development for a Comprehensive Curriculum	<u>n/a</u>
8	1 Job	Professional Development in Cross-curricular Strategies	<u>n/a</u>
9	1 Job	Professional Development in Leadership Training	<u>n/a</u>
10	1 Job	Professional Development in Professional Learning Communities	<u>n/a</u>
11	1 Job	Professional Development in Improving Instruction for Highly Qualified Teachers	<u>n/a</u>
12	1 Job	Professional Development in Reading Intervention Strategies for all grade levels	<u>n/a</u>
13	1 Job	Professional Development in 6+1 Writing Traits Strategies	<u>n/a</u>
14	1 Job	Professional Development in Complete System of Reading Instruction	<u>n/a</u>
15	1 Job	Professional Development in Vocabulary and language development strategies	<u>n/a</u>
16	1 Job	Professional Development in Classroom Observation Protocol	<u>n/a</u>

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE (Cont'd) SOLICITATION NO. ED07-0044

<u>Line No.</u>	<u>Qty</u>	<u>Description</u>	<u>Total Price Per Day</u>
17	1 Job	Professional Development in Building effective school, family, and community partnerships	<u>See</u>
18	1 Job	Professional Development in Technology	<u>attached</u> <u>n/a</u>

Subtotal \$

 %* Arizona Sales Tax, State and City* \$ included

Total Offer \$

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.

ATTACHMENT 6.1

PRICES/DELIVERY SCHEDULE SOLICITATION No. ED07-0044

Line No / QTY/ Description / Total Price Per Day

6 1 Job Professional Development in Assessment - formative and summative

Price Per Day for ETA/Cuisenaire's Dynamic Classroom Assessment Workshop for Secondary Training
(includes all workshop materials, certification and training at district site) \$4,000 a day cost with a three day, 20 person minimum for a total of \$12,000)

6 1 Job Professional Development in Assessment - formative and summative

Price Per Day for Dynamic Classroom Assessment Workshop for Elementary Training
(includes all workshop materials, certification and training at district site) \$4,000 a day cost with a two day, 20 person minimum for a total of \$8,000)

17 1 Job Professional Development in Building Effective School, Family, and Community Partnerships

Price per Day for ½ Workshop

The cost is \$2,000 a ½ Day (3.5 hour) workshop based on 20 participants. Materials are literacy and math based.

Subtotal: See Above

Taxes: included in offer

Total Offer: See above – three separate pricing for three separate professional development workshops. Certification included for Dynamic Classroom Assessment Elementary and Secondary Workshops.

Notice : If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.